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Ms. Magalie Roman Salas
Secretary
Federal Communications Commission
445 12th Street, S.W.
TW-A325
Washington, D.C. 20554

DOCKET FILE COPY ORIGINAL

Re: Promotion of Competitive Networks in Local Telecommunications Markets, WT Docket No. 99-217; Implementation of the Local Competition Provisions in the Telecommunications Act of 1996, CC Docket No. 96-98

Dear Ms. Salas:

We are writing in response to the FCC's Notice of Proposed Rulemaking released on July 7, 1999, regarding forced access to buildings. We enclose six (6) copies of this letter, in addition to this original.

We are concerned that any action by the FCC regarding access to private property by large numbers of communications companies may inadvertently and unnecessarily adversely affect the conduct of our business and needlessly raise additional legal issues. The Commission's public notice also raises a number of other issues that concern us.

Background

Insignia/ESG of Colorado, Inc. is in the commercial real estate business. We manage nine (9) buildings with a total of 1.4 million square feet of office space in the Denver/Colorado Springs market.

Issues Raised by the FCC's Notice

First and foremost, we do not believe the FCC needs to act in this field because we are doing everything we can to satisfy our tenants' demands for access to telecommunications. In addition, the FCC's request for comments raises the following issues of particular concern to us: "nondiscriminatory" access to private property; expansion of the scope of existing easements; location of the demarcation point; exclusive contracts; and expansion of the existing satellite dish or "OTARD" rules to include nonvideo services.

1. **FCC Action Is Not Necessary.**

- We are acutely aware of the importance telecommunications are to our tenants and are dedicated to providing them with state of the art capabilities. Our inability to provide quality communications alternatives would have a drastic affect on our bottom line income stream.
- We must keep our properties up to date with the latest in telecommunication facilities in order to compete with other properties.
- Both Telegent, ICG and Winstar have had access to our buildings in order to present a proposal of servicing the properties.
- Have not received any specific requests by Tenant to date.
- We are receiving competition and competitive bids from companies who have been in the business of communications. There has been give and take on both parties to be able to offer the best product to our tenants.

2. **"Nondiscriminatory" Access.**

- There is no such thing as nondiscriminatory access: There are dozens of providers out there, but limited space in buildings means that only a handful of providers can install facilities in buildings. "Nondiscriminatory" access discriminates in favor of the first few entrants.
- Building owners must have control over space occupied by providers, especially when there are multiple providers involved.
- Building owners must have control over who enters their buildings: owners face liability for damage to building, leased premises, and facilities of other providers, and for personal injury to tenants and visitors. Owner also are liable for safety code violations. Qualifications and reliability of providers are a real issue.
- What does "nondiscriminatory" mean? Deal terms vary because each deal is different. New companies without a track record pose greater risks than established ones, for example, so indemnity, insurance, security deposit, remedies and other terms may differ. Value of space and other terms also depend on many factors.
- Concerns of owners of office, residential, and shopping center properties all differ: we can't use a single set of rules.
- Building owners often have no control over terms of access for Bell companies and other incumbents: they were established in a monopoly environment. The only fair solution is let the new competitive market decide and allow owners to renegotiate terms of all contracts. Owner can't be forced to apply old contracts as lowest common denominator when owners had no real choice.
- If carriers can discriminate by choosing which buildings and tenants to serve, building owners should be allowed to do the same.

3. **Scope of Easements.**

- The FCC cannot expand the scope of the access rights held by every incumbent to allow every competitor to use the same easement or right-of-way. Grants in some buildings may be broad enough to allow other providers in, but others are narrow and limited to facilities owned by the grantee.
- If owners had known governments would allow other companies to piggy-back, they would have negotiated different terms. Expanding rights now would be taking.
- Give examples of terms of current easements, rights-of-way or leases granting access to providers: point would be to show that they are limited to that provider.

4. **Demarcation Point.**

- Current demarcation point rules work fine because they offer flexibility - - there is no need to change them.
- Each building is a different case, depending on owner's business plan, nature of property and nature of tenants in the building. Some building owners are prepared to be responsible for managing wiring and others are not.

5. **Exclusive Contracts.**

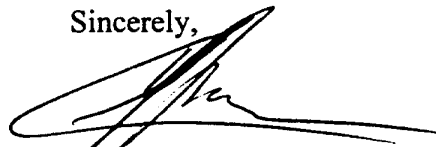
- We do not have exclusives.

6. **Expansion of Satellite Dish Rules.**

- We are opposed to the existing rules because we do not believe Congress meant to interfere with our ability to manage our property.
- The FCC should not expand the rules to include data and other services, because the law only applies to antennas used to receive video programming.
- Tenants who attempt to install antennas on their own, often times violate codes and cause damage to the building itself such as roof leaks etc.

In conclusion, we urge the FCC to consider carefully any action it may take. Thank you for your attention to our concerns.

Sincerely,

A handwritten signature in black ink, appearing to read 'Charles A. Zeman', with a long horizontal flourish extending to the right.

Charles A. Zeman
Insignia/ESG of Colorado, Inc.